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Product Director IFS

Corporate Social Responsibility

Sustainability – Environmental Footprint

Risk Management
SOLUTIONS FOR THE AGILE ENTERPRISE
IFS at a glance

- Founded in 1983
- Headquarters in Linköping, Sweden
- Listed on the Stockholm Stock Exchange (OMXS: IFS)
- Latest audited accounts: financial year ending December 2006
- Applications: ERP, SCM, CRM, PLM, CPM, EAM, MRO, Projects
- Number of customers: > 2,000
- Number of IFS Applications™ users: > 600,000
- Represented in 54 countries on all continents through 56 subsidiaries and 79 own offices, as well as 41 distributors
- Number of employees: 2,663 (March 31, 2007)
The IFS vision
Make IFS the REAL alternative

- Industry focus
- Satisfied customers
- Low ongoing TCO
- Attractive pricing
- International coverage
- Technology leadership, e.g. SOA

Feel like there’s no choice in business software these days?
Industry-focus strategy

Go-to-market

Achieve economy of scale through focusing investments in product development, sales and marketing on serving customer needs within seven selected industry segments:

- Aerospace & Defense
- Utilities & Telecom
- Service & Facility Management
- Process Industries
- Industrial Manufacturing
- Automotive
- High-tech
Corporate Social Responsibility
Consumers are driving Corporate Responsibility

Corporate responsibility is being incorporated into business strategy for competitive reasons

The customer is always right...

“Look at the Live Earth movement, all of those people are going to vote with their wallets.”
- SVP of Strategic Planning

“Customers are so in tune with what companies do. They can research a company’s background to no end on the internet, and when they research, they act. So you have to be responsible.”
- VP of Marketing

“Public perception is that companies have done well over the last seven years, companies have cash and profits. The public is looking more towards Corporate America to help with social programs such as education, healthcare, and community development.”
- CFO

Group that is most likely to pressure companies to pursue corporate responsibility programs...

It’s more about complying with customer demands than government regulations

- 45% Consumers/General public
- 21% Investors
- 18% Government
- 6% Media
- 6% Executives
- 3% Other

N = 609 business executives

Source: BusinessWeek Research Services & Grant Thornton LLP, August 2007
Environmental Footprint
A Rapidly Rising ‘Green Business’ Trend

Davos, January 2007

Climate change voted the most important shift that will affect business, technology, society and the global economy

“There will be a move away from corporate social responsibility toward long-term sustainability”
Scott Friedheim, Co-Chief Administrative Officer Lehman Brothers

January 2007 Marks & Spencer CEO Stuart Rose committed the company to becoming carbon neutral and send no waste to landfill by 2012
The image shows a software interface for tracking emissions costs. The interface includes various fields such as Part No., Description, Struct Rout., Effective, Site, Cost Set, and Template. There is also a section for emissions details, including Emissions Level, Part Emissions Analysis, Cost/Value Type, Cost Build-Up, and Structure Multi-Level.

The emissions details table contains specific entries for different parts and operations, including Material Emissions, Welding Emissions, Operations 200 Em., Operations 300 Em., Operations 322 Em., Operations 322 Em., Operations 892 Em., Transportation 1 Em., and Transportation 1.3 Em. Each entry includes information on level cost, accumulated cost, level emissions, accrued emissions, and ratio. The table also includes fields for emissions split, emissions type, and cost build-up.

The total cost listed at the bottom of the table is 3874,00, 38742,00, 482,00, and 1550,90.
Risk Management
Why Risk Management

Increased vulnerability due to:

Globalization => wider range of threats

Cost pressure, vertical desintegration, horizontal integration => sole sourcing, more dependencies, leaner ops without buffers

Perceived increased turmoil
There are 18 risks registered to date.
15 mitigation plans are in process.
18 consequence processes are started.
Questions?
IFS – THE GLOBAL ENTERPRISE APPLICATIONS COMPANY